



An Agricultural  
Sciences Company

# Q3 2024 Earnings Presentation

October 30, 2024

# Q3

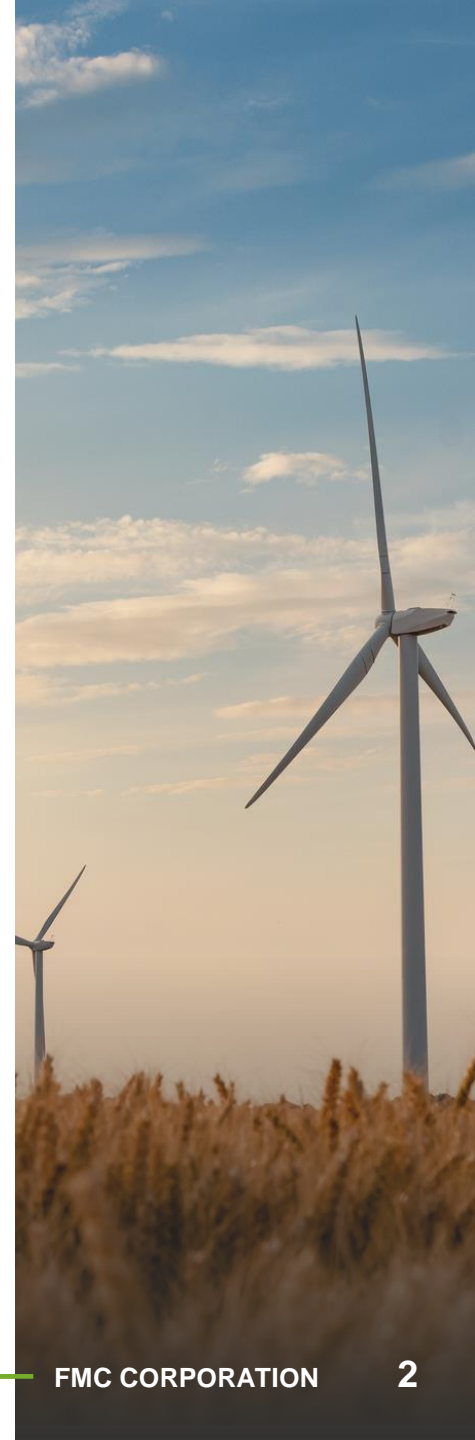
# Safe Harbor Statement

Safe Harbor Statement under the Private Securities Litigation Reform Act of 1995: Certain statements made in this presentation are forward-looking statements that are based on our current views and assumptions regarding future events, future business conditions and the outlook for our company based on currently available information. In some cases, you can identify these forward-looking statements by such words or phrases as “outlook”, “will likely result,” “is confident that,” “expect,” “expects,” “should,” “could,” “may,” “will continue to,” “believe,” “believes,” “anticipates,” “predicts,” “forecasts,” “estimates,” “projects,” “potential,” “intends” or similar expressions identifying “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995, including the negative of those words or phrases. Such forward-looking statements are based on our current views and assumptions regarding future events, future business conditions and the outlook for the company based on currently available information. The forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause actual results to be materially different from any results, levels of activity, performance or achievements expressed or implied by any forward-looking statement. These statements are qualified by reference to the risk factors included in Part I, Item 1A of our Annual Report on Form 10-K for the year ended December 31, 2023 (the “2023 Form 10-K”), the section captioned “Forward-Looking Information” in Part II of the 2023 Form 10-K and to similar risk factors and cautionary statements in all other reports and forms filed with the Securities and Exchange Commission (“SEC”). We wish to caution readers not to place undue reliance on any such forward-looking statements, which speak only as of the date made. Forward-looking statements are qualified in their entirety by the above cautionary statement. We specifically decline to undertake any obligation, and specifically disclaims any duty, to publicly update or revise any forward-looking statements that have been made to reflect events or circumstances after the date of such statements or to reflect the occurrence of anticipated or unanticipated events, except as may be required by law.

---

## Non-GAAP Financial Terms

These slides contain certain “non-GAAP financial terms”. Such non-GAAP financial terms include adjusted EBITDA, adjusted EPS, adjusted tax rate, adjusted cash from operations, free cash flow (“FCF”), organic revenue growth and return on invested capital. Definitions of these terms, as well as a reconciliation to the most directly comparable financial measure calculated and presented in accordance with GAAP, are provided on our website [investors.fmc.com](https://investors.fmc.com). Although we provide forecasts for these non-GAAP financial measures, we are not able to forecast the most directly comparable measures calculated and presented in accordance with GAAP. Certain elements of the composition of the GAAP amounts are not predictable, making it impractical for us to forecast. Such elements include, but are not limited to restructuring, acquisition charges, and discontinued operations and related cash activity. As a result, no GAAP outlook is provided. All references herein to “EBITDA” are shorthand references to Adjusted EBITDA and do not signify EBITDA before adjustments.



# Q3 2024 Results

	Q3 2024	Q3 2023	2024 VS. 2023
Revenue	\$1,065	\$982	9%
GAAP Net Income (Loss)	\$66	-\$4	+\$70
Adjusted EBITDA <sup>1</sup>	\$201	\$175	15%
<i>% Revenue</i>	18.9%	17.8%	110 Bps
GAAP Earnings (Loss) Per Share	\$0.52	-\$0.03	+\$0.55
Adjusted Earnings Per Share <sup>1</sup>	\$0.69	\$0.44	57%

Note: Amounts in millions of USD except for EPS

## Q3 2024 HIGHLIGHTS

- ❖ **Higher volume** as market conditions improve at varying rates across regions
- ❖ Lower pricing most pronounced in Latin America
- ❖ **Strong NPI<sup>2</sup> growth** with largest contribution from fungicides based on new active ingredient fluindapyr
- ❖ Higher restructuring benefits mostly offset COGS headwind
- ❖ **Diamide growth out-performed portfolio** driven by higher Cyazypyr<sup>®</sup> sales in all regions
- ❖ Plant Health sales grew 11%

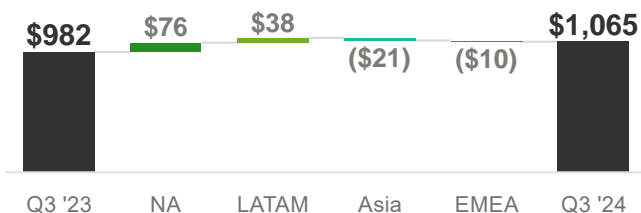
1. Denotes non-GAAP financial term. Refer to non-GAAP financial terms at the beginning of this presentation.  
 2. New Product Introduction: Products launched within last five years



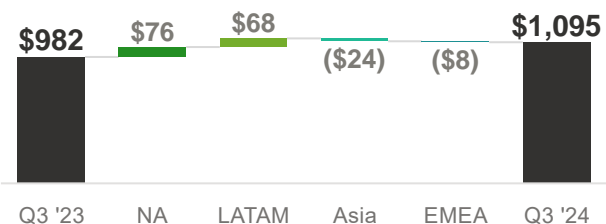
# Q3 2024 Regional Revenue Drivers

Revenue up 9%, up 12% excluding FX

## REGIONAL REVENUE BRIDGE



## REGIONAL REVENUE BRIDGE (ex-FX)<sup>1</sup>



Note: Amounts in millions of USD; parts do not sum due to rounding

## Q3 2024 REVENUE DRIVERS

	VOLUME	PRICE	FX
Total: 9%	17%	-5%	-3%
Organic <sup>1</sup> : 12%			

### North America

**\$236 million**  
(+48% YOY)

- Strong volume from diamide partners
- Earlier than expected orders from U.S. distributors with improved channel inventory levels
- Lower than anticipated pricing headwind

### Latin America

**\$504 million**  
(+8% YOY,  
+15% ex-FX)

- Volume growth primarily in Brazil
- Price decline in challenging market conditions
- Significant NPI<sup>2</sup> growth led by fluindapyr-based Onsuva<sup>®</sup> fungicide in Brazil

### Asia

**\$187 million**  
(-10% YOY,  
-12% ex-FX)

- Lower volumes primarily in India due to elevated channel inventory across industry
- Strong growth in Australia

### EMEA

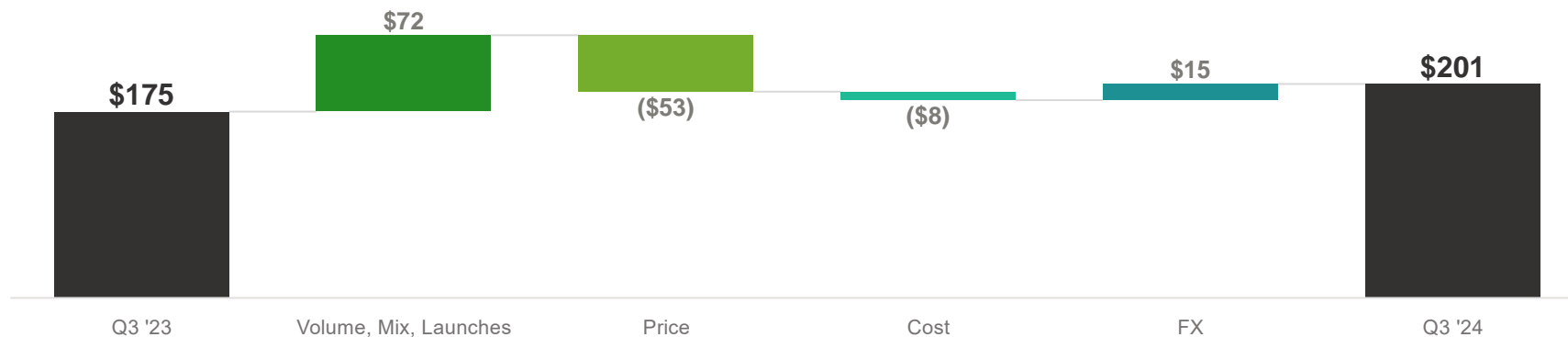
**\$139 million**  
(-7% YOY,  
-6% ex-FX)

- Lower volume mainly due to expected registration losses
- Strong growth in branded diamides, particularly in Germany
- Excessive wet weather in Central Europe

1. Denotes non-GAAP financial term. Refer to non-GAAP financial terms at the beginning of this presentation.  
2. New Product Introduction: Products launched within last five years

# Q3 2024 Adjusted EBITDA<sup>1</sup> Drivers

## EBITDA<sup>1</sup> BRIDGE



Note: Amounts in millions of USD

## KEY DRIVERS AT A GLANCE

### Volume, Mix, Launches

- Volume growth in the Americas
- Strong results for recently launched fluindapyr-based Onsuva<sup>®</sup> fungicide in Brazil
- Diamides growth out-performed overall portfolio; higher sales to diamide partners in North America

### Price

- Approx. two-thirds of lower price attributed to Latin America as market conditions were more challenging than expected
- Lower price in remaining regions

### Cost

- COGS headwind as expected from unabsorbed fixed costs
- Better than expected operating costs from restructuring

### FX

- Tailwind mainly from Brazilian Real

1. Denotes non-GAAP financial term. Refer to non-GAAP financial terms at the beginning of this presentation.

# Global Restructuring and Cost Reduction Plan

Increasing target restructuring savings range to \$125 million to \$150 million of adjusted EBITDA<sup>1</sup> net benefit in 2024

**\$125 - \$150 million** in 2024 (net savings vs. 2023)      **>\$225 million** by end of 2025 (run rate savings)

## OPERATING MODEL CHANGES

ACTIONS	STATUS
• Right size Brazil organization	
• Voluntary Separation Program (U.S.)	
• Additional workforce reductions through operating model changes	

## REDUCE SPEND

ACTIONS	STATUS
• Stop / defer non-essential spend	
• Assess and redefine global location strategy	
• Re-evaluate and implement sourcing strategy	

## DIVEST NON-CORE ASSETS

ACTION	STATUS
• Signed definitive agreement to sell GSS to Envu for \$350 million; expected to close in early November	



1. Denotes non-GAAP financial term. Refer to “Non-GAAP Financial Terms” at the beginning of this presentation.

# FY 2024 Financial Outlook Update

Outlook adjusted for imminent sale of Global Specialty Solutions business, expected in early November 2024

	FY 2023	FY 2024 Guidance	
REVENUE	\$4.49 billion	\$4.33 - \$4.44 billion -2% YoY	<b>REVENUE DRIVERS</b> <ul style="list-style-type: none"> <li>Volume growth driven by NPI<sup>3</sup> and market improvement as year progresses</li> <li>Moderate pricing pressure with largest impact in H1</li> <li>High channel inventory in India expected to be headwind for duration of year</li> <li>Modest FX headwind</li> </ul>
ADJ. EBITDA <sup>1</sup>	\$978 million	\$885 million - \$915 million -8% YoY	<b>ADJ. EBITDA<sup>1</sup> DRIVERS</b> <ul style="list-style-type: none"> <li>Lower price</li> <li>Net restructuring cost savings of \$125 to \$150 million</li> <li>Modest COGS tailwind as lower raw material costs and ramp-up of production through the year offset sell through of higher-cost inventory and flow through of unabsorbed fixed costs from 2023</li> </ul>
ADJ. EPS <sup>1,2</sup>	\$3.78	\$3.16 - \$3.52 -12% YoY	<b>ADJ. EPS<sup>1,2</sup> DRIVERS</b> <ul style="list-style-type: none"> <li>Lower EBITDA<sup>1</sup></li> <li>Favorable D&amp;A</li> <li>Lower tax rate</li> </ul>

1. Denotes non-GAAP financial term. Refer to non-GAAP financial terms at the beginning of this presentation  
 2. Outlook for EPS assumes weighted average diluted shares outstanding (WADSO) of 125.3 million  
 3. New Product Introductions: Products launched in last five years

# Q4 2024 Financial Outlook

Revised guidance for impact from expected sale of GSS, sales timing shift from Q4 into Q3

	Q4 2023	Q4 2024 Guidance <sup>3</sup>	
REVENUE	\$1.15 billion	\$1.30 billion - \$1.41 billion 19% YoY	<b>REVENUE DRIVERS</b> <ul style="list-style-type: none"> <li>Volume growth expected in all regions</li> <li>Price a mid-single digit headwind as challenging conditions persist mostly in Latin America and Asia</li> <li>FX low-single digit headwind</li> <li>Sales of new products a strong contributor to growth</li> </ul>
ADJ. EBITDA <sup>1</sup>	\$254 million	\$321 million - \$351 million 32% YoY	<b>ADJ. EBITDA<sup>1</sup> DRIVERS</b> <ul style="list-style-type: none"> <li>Positive impact from higher sales as increased volume more than offsets lower pricing</li> <li>Cost tailwind from restructuring actions and lower raw materials</li> <li>FX low-single digit headwind</li> </ul>
ADJ. EPS <sup>1,2</sup>	\$1.07	\$1.47 – \$1.83 54% YoY	<b>ADJ. EPS<sup>1,2</sup> DRIVERS</b> <ul style="list-style-type: none"> <li>Higher EBITDA<sup>1</sup></li> <li>Favorable D&amp;A</li> <li>Lower interest expense</li> <li>Slightly higher tax rate</li> </ul>

Note: Year-over-year growth noted at mid-point of guidance range

1. Denotes non-GAAP financial term. Refer to non-GAAP financial terms at the beginning of this presentation  
 2. Outlook for EPS assumes weighted average diluted shares outstanding (WADSO) of 125.3 million  
 3. Outlook adjusted for the anticipated sale of Global Specialty Solutions (GSS) business expected in early November 2024

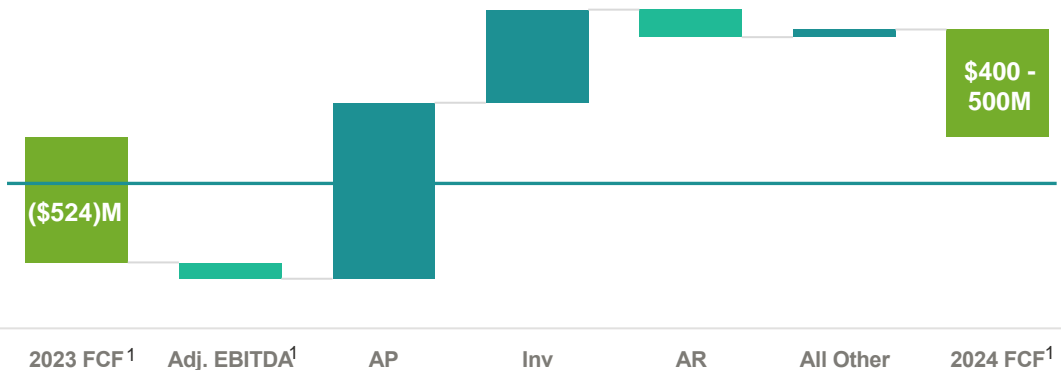


# Q3 & FY 2024 Cash Flow Generation and Deployment

YTD increase in Free Cash Flow<sup>1</sup> of over \$1B due mainly to working capital improvement

	Q3 2024 Actual	Q3 2023 Actual	Q3 2024 Commentary	9M 2024 Actual	9M 2023 Actual	FY 2024 Guidance Range	FY 2024 Commentary
GAAP Cash from Operations	\$160	\$102		\$309	\$(618)		
Adj. Cash from Operations <sup>1</sup>	\$191	\$102	Payables recovery and increase in EBITDA	\$403	\$(618)	\$655 - \$735	Recovery in payables and inventory
Capital Additions & Other Investing Activities	\$14	\$35	Includes continued investment to support new products	\$52	\$117	\$70 - \$80	Includes continued investment to support new products
Legacy & Transformation Costs	\$45	\$34	Higher transformation expense (Project Focus)	\$127	\$55	\$165 - \$175	Includes ~\$100M of restructuring costs
Free Cash Flow <sup>1,2</sup>	\$132	\$32		\$225	\$(790)	\$400 - \$500	

## Remain on-track for ~\$1.0B in Free Cash Flow<sup>1</sup> Improvement



1. Denotes non-GAAP financial term. Refer to "Non-GAAP Financial Terms" at the beginning of this presentation  
 2. Free Cash Flow components may not sum due to rounding

## 2024 Expected Cash Deployment

- \$290M for dividend (\$218M distributed 9M YTD)
- Remaining FCF<sup>1</sup> for debt paydown
- Expected proceeds from \$350M sale of GSS to be used for debt paydown



# APPENDIX

# Modeling Assumptions for 2024

## Appendix

**\$235 – \$240  
million**

INTEREST EXPENSE

**13 – 15  
percent**

ADJUSTED TAX RATE<sup>1</sup>

**\$1 – \$2  
million**

NON-CONTROLLING INTEREST

**Revenue: (\$20) million  
EBITDA: (\$10) million**

EXPECTED GSS LOSS OF  
CONTRIBUTION

**~125.3  
million**

FULL-YEAR WEIGHTED AVG. DILUTED  
SHARES OUTSTANDING (WADSO)

**\$172 – \$177  
million**

DEPRECIATION & AMORTIZATION

**\$400 – \$500  
million**

FREE CASH FLOW<sup>1</sup>

**\$70 – \$80  
million**

CAPITAL ADDITIONS AND  
OTHER INVESTING ACTIVITIES

1. Denotes non-GAAP financial term. Refer to non-GAAP financial terms at the beginning of this presentation.

# Q3 2024 Adjusted EPS<sup>1</sup> Variance

Appendix

<b>\$0.44</b>	<b>\$0.18</b>	<b>\$0.04</b>	<b>\$0.03</b>	<b>\$0.00</b>	<b>\$0.69</b>
Q3 '23	Adj. EBITDA <sup>1</sup>	INTEREST EXPENSE	TAXES	OTHER	Q3 '24
	<ul style="list-style-type: none"> <li>• EBITDA<sup>1</sup> higher 15 percent</li> </ul>	<ul style="list-style-type: none"> <li>• Reduced borrowing</li> </ul>		<ul style="list-style-type: none"> <li>• Depreciation &amp; Amortization, Minority Interest</li> </ul>	

1. Denotes non-GAAP financial term. Refer to non-GAAP financial terms at the beginning of this presentation.

## Additional Disclaimers

Always read and follow all label directions, restrictions and precautions for use. Products listed here may not be registered for sale or use in all states, countries or jurisdictions. No offer for sale, sale, or use of any such products is permitted prior to the issuance of the required U.S. EPA and state registrations, or other applicable regulatory authority restrictions.

FMC, Cyazypyr<sup>®</sup>, and Onsuva<sup>®</sup> the FMC logo are trademarks of FMC Corporation or an affiliate.

